

Q4 Forecast Comparison						
Prepared 6/30/95						
				6/21		
			Prior Q4	Current Q4	6/30	
		Q3 Actual	Forecast	Forecast	Forecast	
<b>Services</b>						
Foodnet		46,868	46,867	23,433	23,433	
New York Times		65,000	24,000	24,000		
AOL		121,000	77,000	15,000	15,000	
Stanford		10,000	24,964	24,964	24,964	
Expeer		40,000	40,000	20,000	20,000	
CMP		30,720	10,230	5,000	18,300	
SF News Agency		35,000	35,000			
Intel maint		3,000		3,000	2,750	
CMP maint		12,300	13,500	12,300	12,300	
Scholastic maint		9,000	9,000	9,000	9,000	
Conquest		10,000				
LDC			73,650	25,000		
Reuters			50,000			
RCS		50,000	20,000	20,000	20,000	
Fulcrum			50,000	50,000	50,000	
Ebsco					2,400	
intel SGML					6,250	
<b>Government</b>		59,035	58,000	43,000	47,000	
<b>Placeholder</b>			668,000			
SEMI				40,000	40,000	
Egghead				30,000		
Vanguard				30,000		
Maintenance		12,917				
Fujitsu				20,000	20,000	
<b>Product Sales</b>		390,049		200,000		
NSA					175,000	
Cntr Disease Cntrl					22,450	
Presslink					15,000	
Mentor					15,000	
Fujitsu					20,000	
Daarwin Molecular					15,000	
USGS					(5,000)	
April					(14,500)	
May					22,500	265,450
Placeholder subtotal				320,000	325,450	
		894,889	1,200,211	594,697	576,847	

TO Len LEADER

Fm Nick SCHARF

3/25/95

Len - when you get this give me  
a call - I'll talk you through  
the diff spots in the FY96  
Forecast - It's really preliminary

MARKUPS on the original plan document  
are my notes for the first  
forecast update